



TENNESSEE DEPARTMENT OF

EDUCATION

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Financial Planning

Primary Career Cluster:	Finance
Consultant:	Joy Smith, (615) 532-6248, Joy.Smith@tn.gov
Course Code(s):	5890 or 3713
Recommended Prerequisite(s):	Computer Applications (5891/3638/3721), Personal Finance (5901), Accounting I (5910/3701)
Credit:	½
Grade Level:	11-12
Aligned Student Organization(s):	DECA: www.decatn.org FBLA: www.fblatn.org Sarah Williams, (615) 532-2829, Sarah.G.Williams@tn.gov
Teacher Resources:	http://www.tn.gov/education/cte/Finance.shtml

Course Description

Financial Planning is a course designed to develop skills in the use of financial principles in making business decisions. Students will research job qualifications and employment opportunities in finance. The course includes a study of the allocation of financial resources, the effects of finance and credit institutions on the business community, and the impact of financial decisions on the consumer market. Ethical issues will be explored in this course. *(Online computer access will be required for accessing the Internet financial markets and related software.)*

Course Standards

Standard 1.0

The student will develop and apply concepts related to human relations, safety, career development, communications and leadership skills for a global workplace.

The student will:

- 1.1 Develop sensitivity to personal, societal, corporate, and governmental responsibility to community and global issues.
- 1.2 Demonstrate the interpersonal, teamwork, and leadership skills needed to function in diverse business settings, including the global marketplace.
- 1.3 Communicate effectively as writers, listeners, and speakers in diverse social and business

- settings.
- 1.4 Apply the critical-thinking and soft skills needed to function in students' multiple roles as citizens, consumers, workers, managers, business owners, and directors of their own futures.
 - 1.5 Analyze and follow policies for managing legal and ethical issues in organizations and in a technology-based society.
 - 1.6 Investigate the lifelong learning skills that foster flexible career paths and confidence in adapting to a workplace that demands constant retooling.
 - 1.7 Assess personal skills, abilities, aptitudes and personal strengths and weaknesses as they relate to career exploration and apply knowledge gained from individual assessment to research and develop an individual career plan.
 - 1.8 Examine the goals and principles of Future Business Leaders of America.
 - 1.9 Investigate online and office safety procedures and pass a written safety examination with 100% accuracy.
 - 1.10 Demonstrate parliamentary procedure through office staff/chapter organizational meetings.
 - 1.11 Apply appropriate typography concepts to industry documents.

Sample Performance Task

- Design and produce a team project on legal and ethical issues that includes issues and penalties for plagiarism, copied data with permission and the process used in obtaining permission. Obtain formal permission for use of quotations, art form, design, music, and photographs. Develop and present a total team project utilizing various technology components and appropriate typography concepts.

Standard 2.0

The student will evaluate the diverse finance career opportunities.

The student will:

- 2.1 Analyze finance career opportunities.
- 2.2 Assess the employment outlook in financial careers.
- 2.3 Compare the earning power of various careers.
- 2.4 Assess the education and experience necessary for careers of interest.

Sample Performance Task

- Prepare a report from library resources and/or Internet searches on the available employment opportunities in finance.

Standard 3.0

The student will investigate financial management strategies.

The student will:

- 3.1 Analyze the financial position of a business.
- 3.2 Analyze money management strategies.
- 3.3 Plan tax strategies.



- 3.4 Examine purchasing strategies and alternatives for legal protection.

Sample Performance Task

- Using library resources or the World Wide Web (such as *Kiplinger's Personal Finance* magazine at www.kiplinger.com or *Money* magazine at www.money.com), obtain information about the tax implications of various financial planning decisions.

Standard 4.0

The student will examine various investment opportunities.

The student will:

- 4.1 Examine the importance of business and client financial stability.
- 4.2 Distinguish between the different types of investments.
- 4.3 Predict investment returns.
- 4.4 Analyze methods of portfolio diversification.

Sample Performance Task

- Assign students in teams of two. In a role-playing situation, have each serve in the role of a financial planner working with the other team member as the client and then reverse roles. The financial planner develops an investments portfolio for the client.

Standard 5.0

The student will analyze various retirement plans.

The student will:

- 5.1 Examine various retirement plans to include IRA, ROTH IRA, SEP IRA, and annuities.
- 5.2 Compare the different types of retirement plans.
- 5.3 Predict investment returns.
- 5.4 Investigate social security and its role in retirement planning.
- 5.5 Analyze methods for portfolio diversification.

Sample Performance Task

- Students will be provided with various case studies and will work within groups to prepare a financial plan for their clients.

Standard 6.0

The student will design a plan for the administration and disposition of estate property.

The student will:

- 6.1 Interpret vocabulary terms related to wills and intestacy.
- 6.2 Appraise various trusts and estates.
- 6.3 Evaluate the effects of federal and state taxes on estate planning.
- 6.4 Examine both federal and state laws governing the management and disposition of an



estate.

Sample Performance Task

- Calculate the gift tax. In 2000, John gave \$10,000 worth of AT&T stock to his son. In 2010, the AT&T shares are worth \$60,000.
 - a. What was the gift tax in 2000?
 - b. What is the total amount removed from John's estate in 2010?
 - c. What will be the gift tax in 2010?

Standard 7.0

The student will research and apply knowledge of ethical and legal issues within the industry.

The student will:

- 7.1 Demonstrate work ethics, including integrity, honesty, loyalty, perseverance, and security, of all financial information that meet industry standards.
- 7.2 Research benefits and consequences resulting from the practice of business ethics.
- 7.3 Comprehend copyright laws and their applications to text, visual art, design, music, and photography.
- 7.4 Research legal responsibilities associated with the use of the Internet as required by federal and state government agencies.

Sample Performance Task

- Design and produce an interactive multimedia project on legal and ethical issues relative to the handling of an individual's personal and business financial and medical data, such as credit cards, bank accounts, investments, and insurance. Develop and present a total team interactive multimedia project utilizing various technologies.

